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**WAIS, Inc Product and Production Services IP Status**

**3/15/95**

**Company Confidential**

| <b>Production Services IPs</b>         | <b>Number of<br/>Organizations</b> | <b>Number of<br/>Publications/<br/>Services</b> | <b>Value</b>       |
|----------------------------------------|------------------------------------|-------------------------------------------------|--------------------|
| Currently on WAIS Datacenter           | 5                                  | 23                                              | \$829,000          |
| Currently being developed by WAIS, Inc | 9                                  | 9                                               | \$717,000          |
| Proposals Outstanding                  | 18                                 | 19                                              | \$2,008,000        |
| Pre-proposal Pipeline                  | <u>51</u>                          | <u>53</u>                                       | <u>\$5,724,000</u> |
| Totals                                 | 83                                 | 104                                             | \$9,278,000        |
| <b>Software Product Sales</b>          |                                    |                                                 |                    |
| Current Pipeline                       | 130                                |                                                 | \$ 2,022,000       |

Report 1  
14-Mar-95

WAIS, Inc.  
FY1995 Income Statement Forecast

|                            | Jul-94    | Aug-94    | Sep-94    | Oct-94     | Nov-94    | Dec-94    | Jan-95     | Feb-95     | Mar-95    | Apr-95     | May-95    | Jun-95    | Total       |
|----------------------------|-----------|-----------|-----------|------------|-----------|-----------|------------|------------|-----------|------------|-----------|-----------|-------------|
| <b>REVENUE</b>             |           |           |           |            |           |           |            |            |           |            |           |           |             |
| Products                   | \$137,000 | \$163,750 | \$334,883 | \$57,400   | \$184,445 | \$152,500 | \$36,000   | \$83,450   | \$242,887 | \$100,000  | \$150,000 | \$150,000 | \$1,792,315 |
| Government Contract        | 2,062     | 1,237     | 139,186   | 15,047     |           | 81,354    | 32,414     | 7,616      | 21,000    | 25,000     | 25,000    | 25,000    | 374,916     |
| Production Services        | 50,000    | 20,000    | 68,000    | 8,000      | 70,400    | 53,850    | 41,533     | 113,100    | 226,000   | 200,000    | 300,000   | 300,000   | 1,450,883   |
| International              |           |           | 100,000   |            |           |           |            |            |           |            |           |           | 100,000     |
| Support & Maintenance      |           |           |           |            |           |           |            |            |           | 15,000     | 15,000    | 15,000    | 45,000      |
| Total Revenue              | 189,062   | 184,987   | 642,069   | 80,447     | 254,845   | 287,704   | 109,947    | 204,166    | 489,887   | 340,000    | 490,000   | 490,000   | 3,763,114   |
|                            |           |           | 1,016,118 |            |           | 622,996   |            |            | 804,000   |            |           | 1,320,000 | 3,763,114   |
| <b>COST OF GOODS SOLD</b>  |           |           |           |            |           |           |            |            |           |            |           |           |             |
|                            |           |           |           |            | 41,850    |           | 15,000     | 15,000     | 15,000    | 30,000     | 30,000    | 30,000    | 176,850     |
| <b>GROSS MARGIN</b>        |           |           |           |            |           |           |            |            |           |            |           |           |             |
|                            | 189,062   | 184,987   | 642,069   | 80,447     | 212,995   | 287,704   | 94,947     | 189,166    | 474,887   | 310,000    | 460,000   | 460,000   | 3,586,264   |
|                            | 100%      | 100%      | 100%      | 100%       | 84%       | 100%      | 86%        | 93%        | 97%       | 91%        | 94%       | 94%       | 95%         |
| Marketing & Sales          | 5,011     | 7,679     | 19,825    | 31,183     | 50,370    | 69,242    | 67,380     | 67,579     | 79,154    | 111,439    | 111,439   | 86,439    | 706,739     |
| Washington Office          | 5,164     | 4,695     | 7,316     | 8,118      | 5,624     | 13,032    | 12,441     | 13,346     | 14,488    | 14,488     | 21,675    | 21,675    | 142,062     |
| Production Services        | 6,370     | 7,589     | 23,656    | 34,346     | 63,963    | 52,374    | 20,812     | 24,510     | 38,278    | 54,722     | 73,224    | 64,677    | 464,518     |
| Operations                 |           |           |           |            |           |           | 16,175     | 16,190     | 15,300    | 13,067     | 26,700    | 14,700    | 102,132     |
| Development                | 15,272    | 15,404    | 28,248    | 40,973     | 35,984    | 58,236    | 48,990     | 42,951     | 52,138    | 90,313     | 78,491    | 85,038    | 592,038     |
| G&A                        | 15,431    | 37,128    | 19,937    | 36,887     | 37,490    | 43,088    | 50,870     | 55,157     | 103,193   | 81,079     | 69,791    | 70,779    | 620,828     |
| Total Expenses             | 47,248    | 72,495    | 98,982    | 151,506    | 193,430   | 235,971   | 216,668    | 219,732    | 302,549   | 365,107    | 381,319   | 343,307   | 2,628,318   |
| Net Operating Income(Loss) | 141,814   | 112,492   | 543,087   | (71,059)   | 19,565    | 51,733    | (121,721)  | (30,566)   | 172,338   | (55,107)   | 78,681    | 116,693   | 957,946     |
|                            |           |           |           |            |           |           |            |            |           |            |           |           | 25%         |
| Interest Income ( Expense) | 342       | 354       | 381       | 688        | (605)     | 379       | 555        | 410        | (656)     | (875)      | (875)     | (875)     | (777)       |
| Pretax Income(Loss)        | 142,156   | 112,846   | 543,468   | (70,371)   | 18,960    | 52,112    | (121,166)  | (30,156)   | 171,681   | (55,982)   | 77,806    | 115,818   | 957,169     |
| other                      |           |           |           |            | 1,450     |           |            |            |           |            |           |           | 1,450       |
| Income Taxes               | 62,549    | 49,652    | 239,126   | (20,963)   | 8,342     | 22,929    | (53,313)   | (13,269)   | 75,540    | (24,632)   | 34,235    | 50,960    | 431,154     |
| NET INCOME(LOSS)           | \$79,607  | \$63,193  | \$304,342 | (\$49,408) | \$9,167   | \$29,183  | (\$67,853) | (\$16,888) | \$96,142  | (\$31,350) | \$43,571  | \$64,858  | \$524,565   |

14-Mar-95

## FY1995 Balance Sheet Forecast

| AR Days                               | Actual           |                  |                  |                  |                  |                  |                  |                  |                  |                    |                    |                    |                    |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|--------------------|
|                                       | Jun-94           | 31<br>Jul-94     | 37<br>Aug-94     | 24<br>Sep-94     | 121<br>Oct-94    | 36<br>Nov-94     | 46<br>Dec-94     | 119<br>Jan-95    | 62<br>Feb-95     | 33<br>Mar-95       | 40<br>Apr-95       | 40<br>May-95       | 40<br>Jun-95       |
| <b>Current Assets</b>                 |                  |                  |                  |                  |                  |                  |                  |                  |                  |                    |                    |                    |                    |
| Cash                                  | \$134,341        | \$191,475        | \$201,094        | \$321,267        | \$424,589        | \$437,682        | \$357,328        | \$207,113        | \$133,020        | \$211,837          | \$243,720          | \$82,510           | \$200,409          |
| Accounts Receivable                   | \$101,023        | 196,910          | 225,500          | 514,026          | 323,954          | 307,525          | 439,172          | 434,721          | 420,363          | 538,876            | 453,333            | 653,333            | 653,333            |
| Deposits & Prepaids                   | 5,875            | 2,395            | 2,395            | 41,058           | 29,389           | 35,427           | 26,080           | 52,086           | 62,493           | 47,493             | 47,493             | 47,493             | 47,493             |
| <b>Total Current Assets</b>           | <b>241,239</b>   | <b>390,780</b>   | <b>428,989</b>   | <b>876,351</b>   | <b>777,932</b>   | <b>780,634</b>   | <b>822,580</b>   | <b>693,920</b>   | <b>615,876</b>   | <b>798,205</b>     | <b>744,547</b>     | <b>783,336</b>     | <b>901,235</b>     |
| <b>Fixed Assets</b>                   |                  |                  |                  |                  |                  |                  |                  |                  |                  |                    |                    |                    |                    |
| Furniture & Improvements              | 4,741            | 4,741            | 4,741            | 9,064            | 9,064            | 28,339           | 32,867           | 36,198           | 39,023           | 60,023             | 60,023             | 60,023             | 60,023             |
| Equipment & Software                  | 81,776           | 87,403           | 95,621           | 95,621           | 115,836          | 150,122          | 153,537          | 181,069          | 189,808          | 196,808            | 223,438            | 259,938            | 270,638            |
| Production Services                   | 3,301            | 3,301            | 3,301            | 7,670            | 7,670            | 11,794           | 11,794           | 16,519           | 23,982           | 62,982             | 70,082             | 85,082             | 85,082             |
| Accumulated Depreciation              | (30,053)         | (32,651)         | (35,479)         | (38,499)         | (42,081)         | (46,241)         | (51,236)         | (57,232)         | (63,768)         | (73,884)           | (84,938)           | (97,422)           | (110,203)          |
| Net Fixed Assets                      | \$59,765         | \$62,794         | \$68,184         | \$73,856         | \$90,489         | \$144,014        | \$146,962        | \$176,554        | \$189,045        | \$245,929          | \$268,605          | \$307,621          | \$305,540          |
| <b>Other Assets</b>                   | <b>3,815</b>     | <b>3,735</b>     | <b>3,656</b>     | <b>3,577</b>     | <b>3,497</b>     | <b>3,418</b>     | <b>3,338</b>     | <b>3,259</b>     | <b>3,179</b>     | <b>3,815</b>       | <b>3,815</b>       | <b>3,815</b>       | <b>3,815</b>       |
| <b>Total Assets</b>                   | <b>\$304,819</b> | <b>\$457,309</b> | <b>\$500,829</b> | <b>\$953,784</b> | <b>\$871,918</b> | <b>\$928,066</b> | <b>\$972,880</b> | <b>\$873,733</b> | <b>\$808,100</b> | <b>\$1,047,949</b> | <b>\$1,016,967</b> | <b>\$1,094,773</b> | <b>\$1,210,590</b> |
| <b>Current Liabilities</b>            |                  |                  |                  |                  |                  |                  |                  |                  |                  |                    |                    |                    |                    |
| Accounts Payable                      | 114,206          | \$124,559        | \$54,953         | \$50,121         | \$50,235         | \$135,977        | \$132,479        | \$147,400        | \$106,832        | \$100,000          | \$100,000          | \$100,000          | \$100,000          |
| Accounts Receivable Line              |                  |                  |                  |                  |                  |                  |                  |                  |                  |                    |                    |                    |                    |
| Note Payable - B Kahle                | 48,711           | 48,711           | 48,711           | 48,711           | 48,711           |                  |                  |                  |                  |                    |                    |                    |                    |
| Deferred Revenue                      | 79,235           | 79,235           | 79,235           |                  |                  |                  |                  | 7,100            | 7,100            | 7,100              | 7,100              | 7,100              | 7,100              |
| Accrued Income Taxes                  | 6,100            | 68,648           | 118,580          | 345,141          | 312,569          | 322,518          | 341,647          | 288,333          | 280,174          | 355,714            | 331,082            | 365,316            | 416,276            |
| A/R Line of Credit                    |                  |                  |                  |                  |                  |                  |                  |                  |                  | 75,000             | 100,000            | 100,000            | 100,000            |
| Current Portion of Leases             |                  |                  |                  |                  |                  |                  |                  |                  |                  |                    |                    |                    |                    |
| <b>Total Current Liabilities</b>      | <b>248,252</b>   | <b>321,153</b>   | <b>301,479</b>   | <b>443,973</b>   | <b>411,515</b>   | <b>458,495</b>   | <b>474,126</b>   | <b>442,833</b>   | <b>394,106</b>   | <b>537,814</b>     | <b>538,182</b>     | <b>572,416</b>     | <b>623,376</b>     |
| <b>Equipment Leases</b>               |                  |                  |                  |                  |                  |                  |                  |                  |                  |                    |                    |                    |                    |
| <b>Shareholders' Equity:</b>          |                  |                  |                  |                  |                  |                  |                  |                  |                  |                    |                    |                    |                    |
| Paid in Capital                       | 25,000           | 25,000           | 25,000           | 25,000           | 25,000           | 25,000           | 25,000           | 25,000           | 25,000           | 25,000             | 25,000             | 25,000             | 25,000             |
| Current Year Income (Loss)            | 31,187           | 79,607           | 142,801          | 447,143          | 397,735          | 406,903          | 436,086          | 368,232          | 351,345          | 447,486            | 416,136            | 459,708            | 524,565            |
| Retained Earnings (Deficit)           | 380              | 31,549           | 31,549           | 37,668           | 37,668           | 37,668           | 37,668           | 37,668           | 37,649           | 37,649             | 37,649             | 37,649             | 37,649             |
| <b>Total Equity</b>                   | <b>56,567</b>    | <b>136,156</b>   | <b>199,350</b>   | <b>509,811</b>   | <b>460,403</b>   | <b>469,571</b>   | <b>498,754</b>   | <b>430,900</b>   | <b>413,994</b>   | <b>510,135</b>     | <b>478,785</b>     | <b>522,357</b>     | <b>587,214</b>     |
| <b>Total Liabilities &amp; Equity</b> | <b>\$304,819</b> | <b>\$457,309</b> | <b>\$500,829</b> | <b>\$953,784</b> | <b>\$871,918</b> | <b>\$928,066</b> | <b>\$972,880</b> | <b>\$873,733</b> | <b>\$808,100</b> | <b>\$1,047,949</b> | <b>\$1,016,967</b> | <b>\$1,094,773</b> | <b>\$1,210,590</b> |
| Quick Ratio (Cash + AR/Curr Liab)     | 0.95             | 1.21             | 1.42             | 1.88             | 1.82             | 1.63             | 1.68             | 1.45             | 1.40             | 1.40               | 1.30               | 1.29               | 1.37               |
| Tangible Net Worth                    | 56,567           | 136,156          | 199,350          | 509,811          | 460,403          | 469,571          | 498,754          | 430,900          | 413,994          | 510,135            | 478,785            | 522,357            | 587,214            |
| Debt/Tangible Net Worth               | 4.4              | 2.4              | 1.5              | 0.9              | 0.9              | 1.0              | 1.0              | 1.0              | 1.0              | 1.1                | 1.1                | 1.1                | 1.1                |

CONFIDENTIAL

| Q3 Revenue Forecast            |                | Company Confidential |                |                |                |                |                |                  | 3/14/95          |
|--------------------------------|----------------|----------------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|
|                                | Actual         | Actual               | To-date        | Forecast:      |                |                |                |                  | Post March       |
| Source                         | Jan            | Feb                  | Mar            | Mar            | Apr            | May            | Jun            | Beyond           | Totals           |
| <b>Backlog/Booked Revenue:</b> |                |                      |                |                |                |                |                |                  | -                |
| AOL                            |                | 50,000               |                | 25,000         |                |                |                |                  | -                |
| CMP II,II & Qualcards          |                |                      | 27,470         | 40,950         |                |                |                |                  | -                |
| CMP Maintenance                | 4,100          | 4,100                | 4,100          | 4,100          | 4,100          | 4,100          | 4,100          | 20,500           | 32,800           |
| Conquest                       |                | 5,000                |                | 5,000          |                |                |                |                  | -                |
| Datavault                      | 8,380          | 7,616                |                | 12,500         | 15,000         | 15,000         | 15,000         | 89,004           | 134,004          |
| Diamond Micro Systems          |                | 13,500               |                |                |                |                |                |                  | -                |
| Fulcrum                        |                | 50,000               |                | 50,000         |                | 50,000         |                |                  | 50,000           |
| George Mason University        |                |                      | 15,000         | 15,000         |                |                |                |                  | -                |
| House Info Systems             | 5,000          |                      |                |                |                |                |                |                  | -                |
| Information Concepts           |                |                      | 13,050         | 13,050         |                |                |                |                  | -                |
| Intel                          | 1,000          | 1,000                |                | 1,000          |                |                |                |                  | -                |
| Michels / Food Net             | 23,434         |                      |                | 23,434         |                | 23,435         | 23,435         |                  | 46,869           |
| National Science Foundation    |                | 7,500                |                |                |                |                |                |                  | -                |
| NCMS                           | 10,000         |                      |                |                |                |                |                |                  | -                |
| NPD                            | 12,500         |                      |                |                |                |                |                |                  | -                |
| NYT/IBM                        |                | 40,000               |                | 25,000         | 24,000         |                |                |                  | 24,000           |
| Ntl Center Disease Cntrl       |                |                      |                | 10,000         |                |                |                |                  | -                |
| Reuters                        |                |                      |                |                | 50,000         | 50,000         | 50,000         | 38,800           | 188,800          |
| RJO/DTIC                       | 1,249          |                      |                | 8,500          |                |                | 33,000         | 4,216            | 37,216           |
| SAIC                           | 5,000          |                      |                |                |                |                |                |                  | -                |
| SBIR NASA                      | 22,785         |                      |                |                | 25,000         | 25,000         | 25,000         | 523,273          | 598,273          |
| Scholastic Maintenance         | 3,000          | 3,000                | 3,000          | 3,000          | 3,000          | 3,000          | 3,000          | 6,000            | 15,000           |
| Scientec                       |                |                      | 7,500          | 7,500          |                |                |                |                  | -                |
| SFNA                           |                |                      | 35,000         | 35,000         |                | 35,000         | 63,209         |                  | 98,209           |
| Stanford                       |                | 10,000               |                |                | 10,000         | 14,964         |                |                  | 24,964           |
| Summary Corp                   |                |                      | (7,500)        | (7,500)        |                |                |                |                  | -                |
| Univ of Mich                   | 13,500         |                      |                |                |                |                |                |                  | -                |
| <b>Total Actual/Backlog</b>    | <b>109,947</b> | <b>191,716</b>       | <b>97,620</b>  | <b>271,534</b> | <b>131,100</b> | <b>220,499</b> | <b>216,744</b> | <b>681,793</b>   | <b>1,250,135</b> |
| <b>Bruce to Close:</b>         |                |                      |                |                |                |                |                |                  |                  |
| American Geophysical Union     |                |                      |                | 13,500         |                |                |                |                  |                  |
| BLM                            |                |                      |                | 15,000         |                |                |                |                  |                  |
| Datalytics                     |                |                      |                | 15,000         |                |                |                |                  |                  |
| EBSCO                          |                |                      |                | 15,000         |                |                |                |                  |                  |
| KPMG                           |                |                      |                | 20,000         |                |                |                |                  |                  |
| MIGA/World Bank                |                |                      |                | 20,000         |                |                |                |                  |                  |
| Open Source 7mo renewal        |                |                      |                | 4,143          | 4,142          | 4,142          | 4,142          | 12,426           | 24,852           |
| Pac Bell                       |                |                      |                | 14,000         |                |                |                |                  |                  |
| SCO                            |                |                      |                | 42,000         |                |                |                |                  |                  |
| Spry Free                      |                |                      |                | 25,000         |                |                |                |                  |                  |
| Spry Server                    |                |                      |                | 10,000         |                |                |                |                  |                  |
| Sun Sentinel                   |                |                      |                | 15,000         |                |                |                |                  |                  |
| Cushion                        |                |                      |                | (100,000)      |                |                |                |                  |                  |
| <b>Subtotal - Bruce</b>        |                |                      |                | <b>108,643</b> | <b>4,142</b>   | <b>4,142</b>   | <b>4,142</b>   | <b>12,426</b>    | <b>24,852</b>    |
| AOL                            |                |                      |                | 35,000         |                |                |                |                  |                  |
| Legal Data Center              |                |                      |                | 50,000         |                |                |                |                  |                  |
| SHL Systems House              |                |                      |                | 10,000         |                |                |                |                  |                  |
| <b>Subtotal Cyndy to Close</b> |                |                      |                | <b>95,000</b>  |                |                |                |                  |                  |
| Intel                          |                |                      |                |                | 30,000         |                | 50,000         | 70,000           | 150,000          |
| Simba                          |                |                      |                | 35,000         |                | 40,000         |                |                  | 40,000           |
| <b>Subtotal Larry</b>          |                |                      |                | <b>35,000</b>  | <b>30,000</b>  | <b>40,000</b>  | <b>50,000</b>  | <b>70,000</b>    | <b>190,000</b>   |
| <b>Total Bottoms Up Fcst</b>   | <b>109,947</b> | <b>191,716</b>       | <b>97,620</b>  | <b>510,176</b> | <b>165,242</b> | <b>264,641</b> | <b>270,886</b> | <b>764,219</b>   | <b>1,464,987</b> |
| <b>Cummulative</b>             | <b>109,947</b> | <b>301,663</b>       | <b>399,283</b> | <b>811,840</b> | <b>165,242</b> | <b>429,883</b> | <b>700,768</b> | <b>2,276,827</b> | <b>1,574,934</b> |
| <b>Potential Upside -</b>      |                |                      |                |                |                |                |                |                  |                  |
| Bruce                          |                |                      |                |                |                |                |                |                  |                  |
| Larry                          |                |                      |                |                |                |                |                |                  |                  |
| Cyndy                          |                |                      |                |                |                |                |                |                  |                  |
| <b>Total Actual/Forecast</b>   | <b>109,947</b> | <b>191,716</b>       |                | <b>510,176</b> | <b>165,242</b> | <b>264,641</b> | <b>270,886</b> | <b>764,219</b>   | <b>1,574,934</b> |
| <b>Cummulative</b>             | <b>109,947</b> | <b>301,663</b>       |                | <b>811,840</b> | <b>165,242</b> | <b>429,883</b> | <b>700,768</b> | <b>2,276,827</b> |                  |

# **WAIS, Inc. Datacenter Services**

**3/15/95**

## **Company Confidential**

| <b>Customer</b>                                   | <b>Publication/Newsfeed</b>                                                                                                                                                                                                                                                                                                              |
|---------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>1. Currently on WAIS Inc. Datacenter</b>       |                                                                                                                                                                                                                                                                                                                                          |
| Scholastic                                        | Catalog Service                                                                                                                                                                                                                                                                                                                          |
| Intel Tech Doc                                    | Tech Doc                                                                                                                                                                                                                                                                                                                                 |
| CMP Publications                                  | Communications Week<br>Communications Week International<br>Computer Reseller News<br>Computer Retail Week<br>Electronic Buyers Guide<br>Electronic Engineering Times<br>Home PC<br>Information Week<br>Interactive Age<br>Internet Business Report<br>Netguide<br>Network Computing<br>OEM Magazine<br>VAR Business<br>Windows Magazine |
| Open Source                                       | AP<br>Reuters<br>Janes Magazine<br>Agence France Presse                                                                                                                                                                                                                                                                                  |
| Dow Jones                                         | Wall Street Journal<br>Dow Jones News Service<br>Press Release Wires<br>Global Business Reports                                                                                                                                                                                                                                          |
| <b>2. About to come up on WAIS Inc Datacenter</b> |                                                                                                                                                                                                                                                                                                                                          |
| Sports Network                                    | Sports Information Service                                                                                                                                                                                                                                                                                                               |
| Reuters                                           | News Service                                                                                                                                                                                                                                                                                                                             |
| SF News                                           | San Francisco Examiner<br>San Francisco Chronicle                                                                                                                                                                                                                                                                                        |
| Michels                                           | Foodnet Service                                                                                                                                                                                                                                                                                                                          |

# Customer Pipeline-- Production Services & Projects

3/14/95

Company Confidential

| Customer                         | Q3 Revenue | Q4 Revenue | Additional      | Project                           | Comments                                     |
|----------------------------------|------------|------------|-----------------|-----------------------------------|----------------------------------------------|
| <b>1. Current projects</b>       |            |            |                 |                                   |                                              |
| Agence France Presse             |            |            | 25,000          | News Service                      | 45% Revenue sharing No Forecast yet          |
| AOL Lightning                    |            |            |                 | Adapt to Internet                 |                                              |
| CMP Expansion                    | 40,950     |            | to be estimated | Magazine Service                  | Ongoing Enhancements                         |
| CMP Maintenance                  | 12,300     | 12,300     | to be estimated | Operations & Maintenance          |                                              |
| Datavault                        | 28,496     | 45,000     | 89,000          | Modifications                     |                                              |
| Dow Jones                        |            |            | 20%             | News service                      | Revenue sharing No forecast yet              |
| Fulcrum                          | 100,000    | 50,000     | revenue sharing | License for WAN protocol stack    | Revenue sharing                              |
| Intel Port                       |            |            | 300,000         | Port WAISserver to Intel platform | royalty up to maximum of \$300K + technology |
| McGraw Hill Science Encyclopedia |            |            | 140,000         | Online Service                    |                                              |
| Michels Foodnet                  | 23,434     | 46,869     |                 | Information Service               |                                              |
| NASA SBIR                        |            | 75,000     | 523,273         | Extend search technology          | Image retrieval, AI Search enhancement       |
| New York Times                   | 65,000     | 24,000     | 98,000          | Prototype news service            | continued support and enhancements expected  |
| Reuters                          |            | 150,000    | 38,800          | News Service                      |                                              |
| RJO/DTIC                         | 9,749      | 33,000     | 4,216           | Modifications                     |                                              |
| S.F. Examiner & Chronicle        | 35,000     | 98,209     | \$2,500/mth     | News service                      | Continued support and enhancements           |
| Scholastic Maintenance           | 9,000      | 9,000      | \$3,000/mth     | Catalogue Service                 | Operations and maintenance                   |
| Sports Network                   |            |            | 33%             | Sports information service        | Revenue sharing No forecast yet              |
| Stanford University              | 10,000     | 24,964     |                 | Information service               |                                              |
| <b>2. Proposal pipeline</b>      |            |            |                 |                                   |                                              |
| Bantam Books                     |            |            | 115,000         | Online Service                    |                                              |
| Conde Nast Traveller             |            |            | 72,000          | Online Service                    |                                              |
| Database America                 |            |            | 121,000         | On-line service                   | Plus 20 % Revenue Sharing                    |
| Egghead Software/LVL             |            |            | 200,000         | Online Service                    |                                              |
| Federal Express                  |            |            | 200,000         | Online Service                    |                                              |
| Hachissille Fillipachi/EDS       |            |            | 100,000         | Online Service                    |                                              |
| Imagesmith                       |            |            | 100,000         | Online Service                    |                                              |
| Intel Techdoc                    |            | 73,000     | 50,000          | On-line service                   |                                              |
| Janes Magazine                   |            |            | 80,000          | Online Service                    |                                              |
| Landmark, Alexis                 |            |            | 60,000          | Online Service                    | Plus 20% Revenue Sharing                     |
| Marriot, Alexis                  |            |            | 150,000         | Online Service                    |                                              |
| McGraw Hill/Shepards             |            |            | 73,000          | Online Service                    |                                              |
| Philadelphia Inquirer            |            |            | 83,000          | Online Service                    |                                              |
| Random House                     |            |            | 56,000          | Online Service                    |                                              |
| Rizzoli-Courriere Della Serra    |            |            | 150,000         | Online Service                    |                                              |
| SEMI                             |            |            | 100,000         | Online Service                    |                                              |

# Customer Pipeline-- Production Services & Projects

3/14/95

Company Confidential

| Customer                             | Q3 Revenue | Q4 Revenue | Additional | Project                  | Comments                        |
|--------------------------------------|------------|------------|------------|--------------------------|---------------------------------|
| SIMBA                                | 50,000     | 50,000     |            |                          |                                 |
| State of Calif Legeslative Data Cent | 50,000     | 75,000     |            | State Legislation Online | Plus \$1,900/ month maintenance |
| <b>3. Pre-proposal pipeline</b>      |            |            |            |                          |                                 |
| A&M Records                          |            |            | 90,000     | Online Service           |                                 |
| Academic Press                       |            |            | 125,000    | Online Service           |                                 |
| Acer Computer/LVL                    |            |            | 100,000    | Online Service           |                                 |
| AMD                                  |            |            | 125,000    | Online Service           |                                 |
| Ameridata                            |            |            | 125,000    | Online Service           |                                 |
| AOL                                  |            |            | 100,000    | Online Service           |                                 |
| Aspen Systems                        |            |            | 100,000    | Online Service           |                                 |
| Axime                                |            |            | 100,000    | Online Service           |                                 |
| Block Interactive/Ntl Semi           |            |            | 100,000    | Online Service           |                                 |
| Boston Globe                         |            |            | 95,000     | Online Service           |                                 |
| Business Wire                        |            |            | 100,000    | Online Service           |                                 |
| Chicago Tribune                      |            |            | 95,000     | Online Service           |                                 |
| Conde Nast                           |            |            | 125,000    | Online Service           |                                 |
| Conde Nast-Newhouse                  |            |            | 95,000     | Online Service           |                                 |
| CSAA                                 |            |            | 90,000     | Online Service           |                                 |
| Denver Post                          |            |            | 150,000    | Online Service           |                                 |
| Discovery Channel                    |            |            | 110,000    | Online Service           |                                 |
| EDS/Cadillac                         |            |            | 125,000    | Online Service           |                                 |
| Financial Times                      |            |            | 85,000     | Online Service           |                                 |
| JC Penney                            |            |            | 100,000    | Online Service           |                                 |
| Journal Register                     |            |            | 60,000     | Online Service           |                                 |
| Kiplinger's                          |            |            | 90,000     | Online Service           |                                 |
| KNTV                                 |            |            | 50,000     | Online Service           |                                 |
| McGraw Hill S&P                      |            |            | 90,000     | Online Service           |                                 |
| McGraw Hill/Business Week            |            |            | 80,000     | Online Service           |                                 |
| MCI/Tradenet                         |            |            | 100,000    | Online Service           |                                 |
| Microage                             |            |            | 125,000    | Online Service           |                                 |
| Mitsubishi                           |            |            | 100,000    | Online Service           |                                 |
| Moodys                               |            |            | 75,000     | Online Service           |                                 |
| National Geographic                  |            |            | 150,000    | Online Service           |                                 |
| National Semiconductor               |            |            | 100,000    | Online Service           |                                 |
| Nolo Press                           |            |            | 75,000     | Online Service           |                                 |
| Northern Telecom                     |            |            | 110,000    | Online Service           |                                 |

# Customer Pipeline-- Production Services & Projects

3/14/95

Company Confidential

| Customer                    | Q3 Revenue | Q4 Revenue | Additional | Project        | Comments |
|-----------------------------|------------|------------|------------|----------------|----------|
| Parade                      |            |            | 95,000     | Online Service |          |
| Precept Interactive Network |            |            | 90,000     | Online Service |          |
| Prentice Hall               |            |            | 85,000     | Online Service |          |
| Presslink                   |            |            | 150,000    | Online Service |          |
| Rocky Mt. News              |            |            | 100,000    | Online Service |          |
| RR Donnelly & Sons          |            |            | 75,000     | Online Service |          |
| San Diego Union Tribune     |            |            | 89,000     | Online Service |          |
| Sports Fan Radio Network    |            |            | 200,000    | Online Service |          |
| St Louis Dispatch           |            |            | 95,000     | Online Service |          |
| State of Calif- Educ        |            |            | 125,000    | Online Service |          |
| The Washington Post         |            |            | 100,000    | Online Service |          |
| Thompson Publishing         |            |            | 75,000     | Online Service |          |
| Times-Mirror                |            |            | 170,000    | Online Service |          |
| TRW                         |            |            | 250,000    | Online Service |          |
| US News & World Report      |            |            | 125,000    | Online Service |          |
| USA Today                   |            |            | 150,000    | Online Service |          |
| Wiley and Sons              |            |            | 100,000    | Online Service |          |
| Williams Sonoma             |            |            | 125,000    | Online Service |          |
| WRTV/McGraw Hill            |            |            | 50,000     | Online Service |          |
| Ziff Davis                  |            |            | 135,000    | Online Service |          |



| AS OF 3/10/95                 | Product Sales Pipeline |                 | Company Confidential |         |            |                   |
|-------------------------------|------------------------|-----------------|----------------------|---------|------------|-------------------|
| ACCOUNT NAME                  | CITY, STATE            | PRODUCT         | MONTH                | \$ \$   | PROB<br>%% | FACTORED<br>\$ \$ |
| AMERICAN GEOPHYSICAL UNION    | SELVIN INPARAJ         | SINGLE          | Mar-95               | 13,500  | 90%        | 12,150            |
| DATALYTICS                    | DAYTON, OHIO           | SINGLE          | Mar-95               | 15,000  | 90%        | 13,500            |
| EBSCO DOCUMENT SVCS           | BURLINGAME, CA         | (2) SINGLE      | Mar-95               | 15,000  | 90%        | 13,500            |
| KPMG/PEAT MARWICK             | PALO ALTO, CA          | (2) SINGLE      | Mar-95               | 20,000  | 90%        | 18,000            |
| SUN SENTINEL                  | FT LAUDERDALE, FL      | SINGLE          | Mar-95               | 15,000  | 90%        | 13,500            |
| BLM                           |                        | SINGLE          | Mar-95               | 15,000  | 90%        | 13,500            |
| MIGA/WORLD BANK               |                        | SINGLE          | Mar-95               | 20,000  | 90%        | 18,000            |
| PACBELL                       |                        | SINGLE          | Mar-95               | 14,000  | 90%        | 12,600            |
| SPRY License                  |                        | Limited License | Mar-95               | 25,000  | 90%        | 22,500            |
| SPRY SERVER                   |                        | SINGLE          | Mar-95               | 10,000  | 90%        | 9,000             |
| SANTA CRUZ OPERATION          | SANTA CRUZ, CA         | (3) SGL SERVERS | Mar-95               | 42,285  | 90%        | 38,057            |
| TOTALS FOR MARCH 95           |                        |                 |                      | 204,785 |            | 184,307           |
| OFF OF SCIENTIFIC & TECH INFO | OAKRIDGE, TENNESSE     | MTCE            | Apr-95               | 5,000   | 90%        | 4,500             |
| EDS/CADILLAC                  | WARREN, MI             | SINGLE          | Apr-95               | 15,000  | 80%        | 12,000            |
| WEST PUBLISHING               | ST PAUL, MN            | MTCE            | Apr-95               | 15,000  | 80%        | 12,000            |
| EASTVIEW PUBLICATIONS         | MINNEAPLOIS, MN        | SINGLE          | Apr-95               | 15,000  | 70%        | 10,500            |
| ELI LILLY & CO                | INDIANAPOLIS, IN       | SINGLE          | Apr-95               | 13,500  | 70%        | 9,450             |
| MENTOR GRAPHICS               | WILSONVILLE, OR        | SINGLE          | Apr-95               | 14,000  | 70%        | 9,800             |
| TANDEM COMPUTER               | CUPERTINO, CA          | SINGLE          | Apr-95               | 15,000  | 70%        | 10,500            |
| US ARMY INFO SYS ENG          | SIERRA VISTA, AZ       | SINGLE          | Apr-95               | 25,000  | 70%        | 17,500            |
| LAVAL UNIVERSITY              | STE-FOY, QUEBEC        | SINGLE          | Apr-95               | 12,000  | 70%        | 8,400             |
| MEDICAL DATA INTERFACE DESIGN | MALDEN, MASS           | SINGLE          | Apr-95               | 15,000  | 70%        | 10,500            |
| MORGAN STANLEY                | NEW YORK, NY           | (2) SINGLE      | Apr-95               | 22,500  | 70%        | 15,750            |
| NAT'L CTR FOR SUPERCOMPUTING  | CHAMPAIGN, IL          | SINGLE          | Apr-95               | 7,500   | 70%        | 5,250             |
| MIDDLEWORLD                   | REYKJAVIK, ICELAND     | SINGLE          | Apr-95               | 17,250  | 60%        | 10,350            |
| SWEDISH UNIV OF AGRICULTURE   | UPPSALA, SWEDEN        | SINGLE          | Apr-95               | 17,250  | 60%        | 10,350            |
| UNIVERSITY OF IOWA            | IOWA CITY, IOWA        | SINGLE          | Apr-95               | 12,000  | 60%        | 7,200             |
| SRI INTERNATIONAL             | MENLO PARK, CA         | SINGLE          | Apr-95               | 15,000  | 50%        | 7,500             |
| TOTALS FOR APRIL 95           |                        |                 |                      | 236,000 |            | 161,550           |
| TASC                          | RESTON, VA             | (2) SINGLE      | May-95               | 22,500  | 80%        | 18,000            |

| AS OF 3/10/95                | Product Sales Pipeline |         | Company Confidential |         |      |          |
|------------------------------|------------------------|---------|----------------------|---------|------|----------|
|                              |                        |         |                      |         | PROB | FACTORED |
| ACCOUNT NAME                 | CITY, STATE            | PRODUCT | MONTH                | \$ \$   | %%   | \$ \$    |
| DELPHI INTERNET SERVICES     | CAMBRIDGE, MASS        | MTCE    | May-95               | 15,000  | 80%  | 12,000   |
| AT&T BELL LABS               | HOLMDEL, NJ            | SINGLE  | May-95               | 13,500  | 70%  | 9,450    |
| US DEPT OF AGRICULTURE       | WASHINGTON, D.C.       | SINGLE  | May-95               | 15,000  | 70%  | 10,500   |
| CHEVRON RESEARCH CORP        | RICHMOND, CA           | SINGLE  | May-95               | 15,000  | 70%  | 10,500   |
| HAUSNER & TAYLOR             | CLEVELAND, OH          | SINGLE  | May-95               | 12,000  | 70%  | 8,400    |
| ENGINEERING SYSTEMS RESEARCH | MENLO PARK, CA         | SINGLE  | May-95               | 15,000  | 60%  | 9,000    |
| FMC CORPORATION              | SANTA CLARA, CA        | SINGLE  | May-95               | 15,000  | 60%  | 9,000    |
| NATIONS BANK                 | CHICAGO, ILLINOIS      | SINGLE  | May-95               | 14,000  | 60%  | 8,400    |
| SILICON GRAPHICS CORP        | MOUNTAIN VIEW, CA      | SINGLE  | May-95               | 15,000  | 60%  | 9,000    |
| UNIVERSITY OF MAINE          | ORONO, MAINE           | SINGLE  | May-95               | 15,000  | 60%  | 9,000    |
| UNIVERSITY OF QUEBEC         | MONTREAL, QUEBEC       | SINGLE  | May-95               | 15,000  | 60%  | 9,000    |
| BINA INFORMATION SYSTEMS     | WILLOWDALE, ONT        | SINGLE  | May-95               | 15,000  | 60%  | 9,000    |
| BRENTWOOD LIFE               | WOODLAND HILLS, CA     | SINGLE  | May-95               | 15,000  | 60%  | 9,000    |
| CHIAT/DAY ADVERTISING        | VENICE, CA             | SINGLE  | May-95               | 15,000  | 60%  | 9,000    |
| DELUXE DATA SYSTEMS          | MILWAUKEE, WI          | SINGLE  | May-95               | 15,000  | 60%  | 9,000    |
| MICROAGE COMPUTER CENTER     | MIAMI, FL              | SINGLE  | May-95               | 12,000  | 60%  | 7,200    |
| PRINCIPAL FINANCIAL GROUP    | DES MOINES, IA         | SINGLE  | May-95               | 15,000  | 50%  | 7,500    |
|                              |                        |         |                      |         |      |          |
|                              |                        |         |                      | 269,000 |      | 172,950  |
| TOTALS FOR MAY 95            |                        |         |                      |         |      |          |
|                              |                        |         |                      |         |      |          |
| COMPUTERVISION               | BEDFORD, MA            | SINGLE  | Jun-95               | 15,000  | 70%  | 10,500   |
| WASHBURN UNIVERSITY          | TOPEKA, KS             | SINGLE  | Jun-95               | 12,000  | 70%  | 8,400    |
| BUREAU OF NAT'L AFFAIRS      | WASHINGTON, D.C.       | SINGLE  | Jun-95               | 15,000  | 70%  | 10,500   |
| KQED INC.                    | SAN FRANCISCO, CA      | SINGLE  | Jun-95               | 13,500  | 70%  | 9,450    |
| MASTERCARD                   | NEW YORK, NY           | SINGLE  | Jun-95               | 15,000  | 70%  | 10,500   |
| EMERGING BUSINESS TECH       | JACKSONVILLE, FL       | SINGLE  | Jun-95               | 15,000  | 60%  | 9,000    |
| UNITED NATIONS               | NEW YORK, NEW YORK     | SINGLE  | Jun-95               | 12,450  | 60%  | 7,470    |
| UNIVERSITY OF CINCINNATI     | CINCINNATI, OHIO       | SINGLE  | Jun-95               | 12,000  | 60%  | 7,200    |
| UNIVERSITY OF VICTORIA       | VICTORIA, B.C.         | SINGLE  | Jun-95               | 12,750  | 60%  | 7,650    |
| US HALACOST MEMORIAL         | WASHINGTON, D.C.       | SINGLE  | Jun-95               | 15,000  | 60%  | 9,000    |
| BELL SOUTH                   | BIRMINGHAM, AL         | SINGLE  | Jun-95               | 15,000  | 60%  | 9,000    |
| LDDS COMMUNICATIONS          | DES PLAINES, IL        | SINGLE  | Jun-95               | 15,000  | 60%  | 9,000    |
| FARM CREDIT SERVICES         | SPOKANE, WASH          | SINGLE  | Jun-95               | 15,000  | 60%  | 9,000    |
| INFORMATION PURVEYORS        | SAN FRANCISCO, CA      | SINGLE  | Jun-95               | 15,000  | 60%  | 9,000    |

| AS OF 3/10/95                | Product Sales Pipeline |         | Company Confidential |         |      |          |
|------------------------------|------------------------|---------|----------------------|---------|------|----------|
|                              |                        |         |                      |         | PROB | FACTORED |
| ACCOUNT NAME                 | CITY, STATE            | PRODUCT | MONTH                | \$ \$   | %%   | \$ \$    |
| MICROMEDIA LTD               | TORONTO, ONTARIO       | SINGLE  | Jun-95               | 15,000  | 60%  | 9,000    |
| TOWERY PUBLISHING            | MEMPHIS, TN            | SINGLE  | Jun-95               | 12,000  | 60%  | 7,200    |
| CIESIN                       | UNIV CENTER, MI        | SINGLE  | Jun-95               | 15,000  | 50%  | 7,500    |
| FISHER PRICE INC.            | NEW YORK, NY           | SINGLE  | Jun-95               | 15,000  | 50%  | 7,500    |
| MEGASOFT                     | FREEHOLD, NJ           | SINGLE  | Jun-95               | 13,500  | 50%  | 6,750    |
| PENN STATE UNIVERSITY        | STATE COLLEGE, PA      | SINGLE  | Jun-95               | 12,000  | 50%  | 6,000    |
| PURCHASE LIMITED             | NEW YORK, NY           | SINGLE  | Jun-95               | 13,500  | 50%  | 6,750    |
| TOTALS FOR JUNE 95           |                        |         |                      | 293,700 |      | 176,370  |
| VANDERBILT UNIVERSITY        | NASHVILLE, TN          | SINGLE  | Jul-95               | 12,000  | 80%  | 9,600    |
| ECHOLON CORP                 | PALO ALTO, CA          | SINGLE  | Jul-95               | 15,000  | 70%  | 10,500   |
| FORD MOTOR CO                | DEARBORN, MI           | SINGLE  | Jul-95               | 15,000  | 70%  | 10,500   |
| MCC                          | AUSTIN, TX             | SINGLE  | Jul-95               | 12,000  | 70%  | 8,400    |
| NASA/AMES RESEARCH CTR       | MOFFET FIELD, CA       | SINGLE  | Jul-95               | 13,500  | 70%  | 9,450    |
| REUTERS HEALTH INFO SYSTEMS  | NEW YORK, NY           | SINGLE  | Jul-95               | 15,000  | 70%  | 10,500   |
| SYMANTEC CORP                | SANTA MONICA, CA       | SINGLE  | Jul-95               | 13,500  | 70%  | 9,450    |
| TEXAS INSTRUMENTS            | SHERMAN, TX            | MULTI   | Jul-95               | 45,000  | 70%  | 31,500   |
| TRINZIC CORPORATION          | PALO ALTO, CA          | SINGLE  | Jul-95               | 13,500  | 70%  | 9,450    |
| WALT DISNEY PICTURES         | BURBANK, CA            | SINGLE  | Jul-95               | 15,000  | 70%  | 10,500   |
| UCSF LIB & CTR FOR KNOWLEDGE | SAN FRANCISCO, CA      | SINGLE  | Jul-95               | 15,000  | 60%  | 9,000    |
| HITACHI                      | SAN JOSE, CA           | SINGLE  | Jul-95               | 12,000  | 60%  | 7,200    |
| INTELLIQUEST                 | AUSTIN, TX             | SINGLE  | Jul-95               | 15,000  | 60%  | 9,000    |
| KANSAS CITY STAR             | KANSAS CITY, MO        | MULTI   | Jul-95               | 45,000  | 60%  | 27,000   |
| NORTHERN TELECOM             | NASHVILLE, TN          | SINGLE  | Jul-95               | 15,000  | 60%  | 9,000    |
| SEQUENT COMPUTER             | BEAVERTON, OR          | SINGLE  | Jul-95               | 13,500  | 60%  | 8,100    |
| WESTERN PSYCHIATRICINSTITUTE | PITTSBURGH, PA         | SINGLE  | Jul-95               | 12,000  | 60%  | 7,200    |
| BASELINE II, INC.            | NEW YORK, NY           | SINGLE  | Jul-95               | 15,000  | 50%  | 7,500    |
| CANADA COMMUNICATIONS        | OTTAWA, CANADA         | SINGLE  | Jul-95               | 15,000  | 50%  | 7,500    |
| DATA GENERAL CORP            | WILSONVILLE, OR        | SINGLE  | Jul-95               | 15,000  | 50%  | 7,500    |
| PFIZER, INC.                 | GROTON, CT             | SINGLE  | Jul-95               | 15,000  | 50%  | 7,500    |
| SOFRAPE                      | LAVAL, QUEBEC          | SINGLE  | Jul-95               | 12,000  | 50%  | 6,000    |
| US AGENCY FOR INT'L DEVELOP  | ARLINGTON, VA          | SINGLE  | Jul-95               | 13,500  | 50%  | 6,750    |

| AS OF 3/10/95                | Product Sales Pipeline |            |        |         |      |          |
|------------------------------|------------------------|------------|--------|---------|------|----------|
|                              |                        |            |        |         | PROB | FACTORED |
| ACCOUNT NAME                 | CITY, STATE            | PRODUCT    | MONTH  | \$ \$   | %%   | \$ \$    |
| TOALS FOR JULY 95            |                        |            |        | 382,500 |      | 239,100  |
| ELECTRIC PRESS               | RESTON, VA             | SINGLE     | Aug-95 | 15,000  | 70%  | 10,500   |
| HAMILTON STANDARD            | WINDSOR LOCKS, CT      | SINGLE     | Aug-95 | 15,000  | 70%  | 10,500   |
| JOHNS HOPKINS UNIVERSITY     | BALTIMORE, MD          | SINGLE     | Aug-95 | 15,000  | 70%  | 10,500   |
| NOVX SYSTEMS INTEGRATORS     | SEATTLE, WA            | (4) SINGLE | Aug-95 | 40,000  | 70%  | 28,000   |
| SOUTHWESTERN BELL            | ST LOUIS, MO           | SINGLE     | Aug-95 | 15,000  | 70%  | 10,500   |
| CCH, INC.                    | RIVERWOODS, IL         | SINGLE     | Aug-95 | 15,000  | 60%  | 9,000    |
| CNA INSURANCE                | CHICAGO, IL            | SINGLE     | Aug-95 | 15,000  | 60%  | 9,000    |
| HARCOURT BRACE               | FT WORTH, TX           | SINGLE     | Aug-95 | 13,500  | 60%  | 8,100    |
| KKSF/KDFC RADIO              | SAN FRANCISCO, CA      | SINGLE     | Aug-95 | 12,000  | 60%  | 7,200    |
| MEDICAL BOARD OF CALIFORNIA  | SACRAMENTO, CA         | MULTI      | Aug-95 | 40,000  | 60%  | 24,000   |
| MEREX, INC.                  | ROCKVILLE, MD          | SINGLE     | Aug-95 | 12,000  | 60%  | 7,200    |
| MESA CONSULTING.             | ROSSLYN, VA            | SINGLE     | Aug-95 | 13,500  | 60%  | 8,100    |
| NAVAL RESEARCH LABORATORY    | WASHINGTON, D.C.       | MULTI      | Aug-95 | 40,000  | 60%  | 24,000   |
| SAIC                         | McLEAN, VA             | SINGLE     | Aug-95 | 13,500  | 60%  | 8,100    |
| SHELL DEVELOPMENT            | HOUSTON, TX            | SINGLE     | Aug-95 | 15,000  | 60%  | 9,000    |
| TRW/ESL                      | SUNNYVALE, CA          | SINGLE     | Aug-95 | 15,000  | 60%  | 9,000    |
| UNIVERSITY OF VIRGINIA       | CHARLOTTESVILLE, VA    | SINGLE     | Aug-95 | 12,000  | 60%  | 7,200    |
| VIEWTEXT INFORMATION SERVIES | PHILADELPHIA, PA       | SINGLE     | Aug-95 | 13,500  | 60%  | 8,100    |
| MOTOROLA EMRGING COMP OPS    | AUSTIN, TX             | SINGLE     | Aug-95 | 13,500  | 60%  | 8,100    |
| BC HYDRO                     | BURNABY, B.C.          | SINGLE     | Aug-95 | 15,000  | 50%  | 7,500    |
| COMPUTER SCIENCES CORP       | FALLS CHURCH, VA       | SINGLE     | Aug-95 | 15,000  | 50%  | 7,500    |
| EXPERTS CHOICE SOFTWARE      | AUSTIN, TEXAS          | SINGLE     | Aug-95 | 15,000  | 50%  | 7,500    |
| PACIFIC GAS & ELECTRIC       | SAN FRANCISCO, CA      | SINGLE     | Aug-95 | 15,000  | 50%  | 7,500    |
| UPPER DECK COMPANY           | CARLSBAD, CA           | SINGLE     | Aug-95 | 12,000  | 50%  | 6,000    |
| TOTALS FOR AUGUST 95         |                        |            |        | 415,500 |      | 252,100  |
| BECHTEL NATIONAL INC.        | SAN FRANCISCO, CA      | SINGLE     | Sep-95 | 15,000  | 70%  | 10,500   |
| NOAA ENVIRONMENTAL INFO SVC  | WASHINGTON, D.C.       | SINGLE     | Sep-95 | 12,000  | 70%  | 8,400    |
| SANDIA NATIONAL LABS         | ALBUQUERQUE, NM        | SINGLE     | Sep-95 | 13,500  | 70%  | 9,450    |
| US ARMY CORPS OF ENGINEERS   | FAIRFAX, VA            | SINGLE     | Sep-95 | 12,000  | 70%  | 8,400    |
| COLLEGE CENTER FOR LIB AUTO  | TALLAHASSEE, FL        | SINGLE     | Sep-95 | 15,000  | 60%  | 9,000    |

|                              |                        |         |                      |           |      |           |
|------------------------------|------------------------|---------|----------------------|-----------|------|-----------|
| AS OF 3/10/95                | Product Sales Pipeline |         | Company Confidential |           |      |           |
|                              |                        |         |                      |           | PROB | FACTORED  |
| ACCOUNT NAME                 | CITY, STATE            | PRODUCT | MONTH                | \$ \$     | %%   | \$ \$     |
| COMMERCE CONNECTION          | NEWTON, MASS           | SINGLE  | Sep-95               | 15,000    | 60%  | 9,000     |
| FOURTH MESA                  | BALTIMORE, MD          | SINGLE  | Sep-95               | 15,000    | 60%  | 9,000     |
| SPACE & NAVAL WARFARE CENTER | WASH, D.C. (?)         | SINGLE  | Sep-95               | 15,000    | 60%  | 9,000     |
| TEST DRIVE                   | SANTA CLARA, CA        | SINGLE  | Sep-95               | 12,000    | 60%  | 7,200     |
| UNICOR                       | WASHINGTON, D.C.       | SINGLE  | Sep-95               | 13,500    | 60%  | 8,100     |
| ENERGY RESOURCE CONVER BOARD | CALGARY, ALBERTA       | SINGLE  | Sep-95               | 15,000    | 50%  | 7,500     |
| INSTITUTE OF GAS TECHNOLOGY  | DES PLAINES, IL        | SINGLE  | Sep-95               | 13,500    | 50%  | 6,750     |
| NETWORK PUBLISHING, INC.     | PROVO, UT              | SINGLE  | Sep-95               | 12,000    | 50%  | 6,000     |
| SCHLUMBERGER LIMITED         | NEW YORK, NY           | SINGLE  | Sep-95               | 13,500    | 50%  | 6,750     |
| TCSI CORPORATION             | BERKELEY, CA           | SINGLE  | Sep-95               | 13,500    | 50%  | 6,750     |
| UNIVERSITY OF ST. THOMAS     | ST. PAUL, MN           | SINGLE  | Sep-95               | 15,000    | 50%  | 7,500     |
| TOTALS FOR SEPTEMBER 95      |                        |         |                      | 220,500   |      | 129,300   |
| TOTALS FOR ALL MONTHS        |                        |         |                      | 2,021,985 |      | 1,315,677 |